

SAMPLE



Architects Performance

**A Survey of the Fee Incomes, Costs & Profits,
Staffing and Performance Indicators in
Private Architectural Practices**

2016 edition



Pages from Architects Performance which are included in this sample are highlighted in the contents list, below. This sample is intended for illustrative purposes only, to show the type of information covered and examples of the layout. Data has been amended - these are NOT the published tables / charts.

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Architects Performance 2016 edition Contents

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Architects' Fee Earnings

The data in this section is expressed as 'average fee earnings per practice'. Here we look at what 'average' practices are earning, as distinct from the total market statistics reported on pages 6-11. Average fee earnings per practice grow in line with practice size; a two person practice earnings more than twice that of a one person practice while a 10 person practice generates almost double the earnings of a five person firm. Chart 2-9 demonstrates how close the relationship between practice size and turnover is; average earnings are very close to the 'line of best fit' for the full

range of respondents. And this 'line of best fit' follows a broadly linear pattern, rising almost directly in line with the number of staff employed.

The range in practice earnings is shown in Table 2-6. So for example 71 per cent of 2 person practices turnover less than £100,000, compared with 27 per cent of 3 to 5 person practices. At the other end of the spectrum, more than half of practices with 11 to 30 staff, and all practices with over 30 staff, turnover at least £1 million.

CHART 2-8

Average (median) fee earnings, 2014/15, analysed by size of practice

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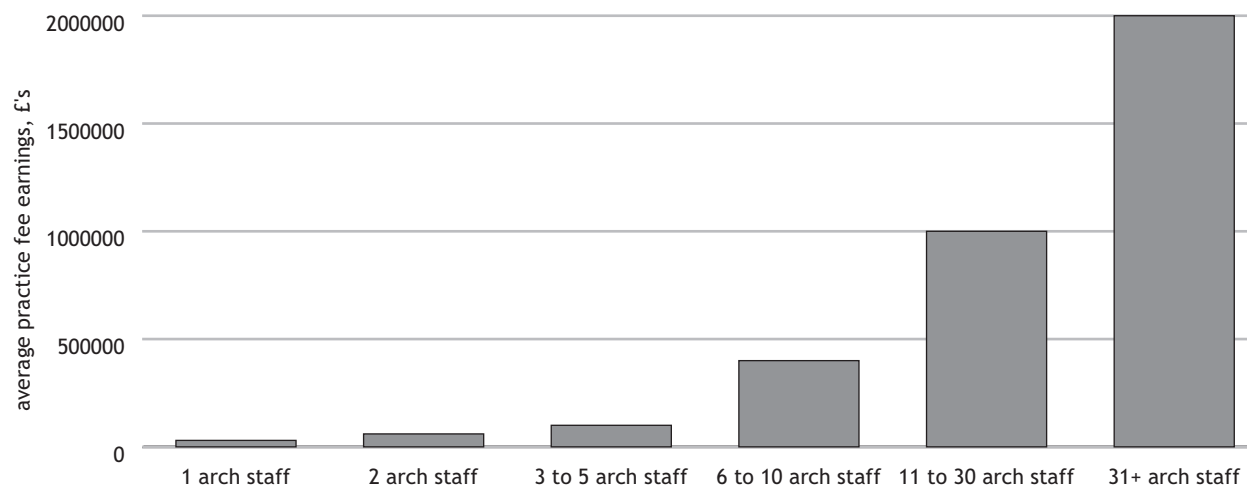


TABLE 2-6

Range of practice's fee earnings, 2014/15

SAMPLE ONLY

per cent reporting fee earnings	size of practice (no. architectural staff)						ALL
	1	2	3 to 5	6 to 10	11 to 30	31+	
<£29,999	5	5	5	5	5	5	5
£30-49,999	5	5	5	5	5	5	5
£50-99,999	5	5	5	SAMPLE ONLY	5	5	5
£100-199,999	5	5	5	5	5	5	5
£200-299,999	5	5	5	5	5	5	5
£300-499,999	5	5	5	5	5	5	5
£500-999,999	5	5	5	5	5	5	5
£1m-1,999,999	5	5	5	5	5	5	5
£2,000,000+	5	5	5	5	5	5	5

CHART 2-9
Relationship between practice average (mean) fee earnings
and number of staff employed, 2014/15

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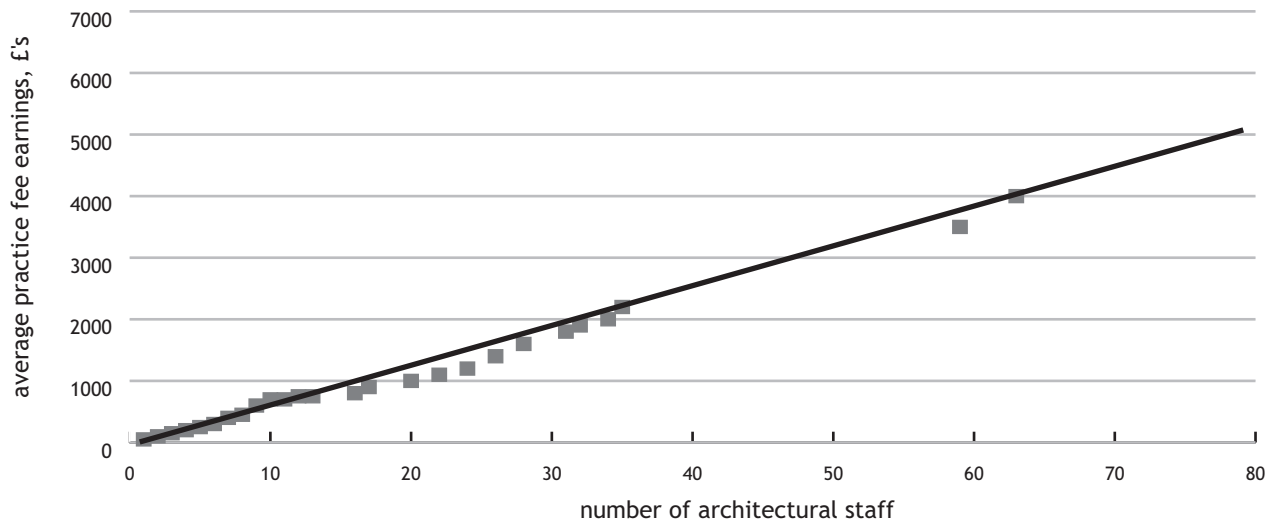


TABLE 2-7
Firm average (mean) fee earnings, 2014/15, for selected sizes of practice SAMPLE ONLY

practice size (number of architectural staff)	average fee earnings per practice, £'s mean
1 arch staff	45,000
2 arch staff	45,000
5 arch staff	145,000
10 arch staff	445,000
20 arch staff	1,045,000
50 arch staff	4,045,000

TABLE 2-8
Firm average (median) fee earnings, 2014/15, analysed by size of practice SAMPLE ONLY

practice size (number of architectural staff)	fee earnings per practice, £'s		
	lower quartile	MEDIAN	upper quartile
1	45,000	45,000	45,000
2	45,000	45,000	45,000
3 to 5	45,000	45,000	45,000
6 to 10	45,000	45,000	45,000
11 to 30	45,000	45,000	45,000
31+	45,000	45,000	45,000

Fee earnings per Principal / Director

CHART 4-1

Average (median) fee earnings 2014/15 per Principal/Director, analysed by size of firm

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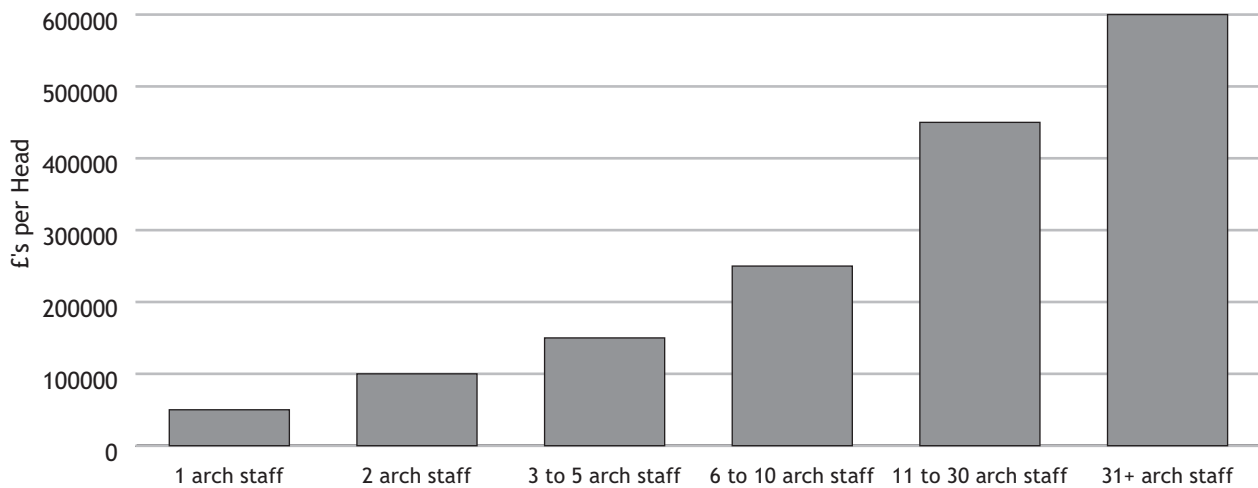


TABLE 4-1

Fee earnings 2014/15 per Principal/Director, analysed by size of practice

practice size (number of architectural staff)	fee earnings per Principal, £'s		
	lower quartile	median	upper quartile
1	45,000	45,000	45,000
2	45,000	45,000	45,000
3 to 5	45,000	45,000	45,000
6 to 10	45,000	45,000	45,000
11 to 30	45,000	45,000	45,000
31+	45,000	45,000	45,000

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